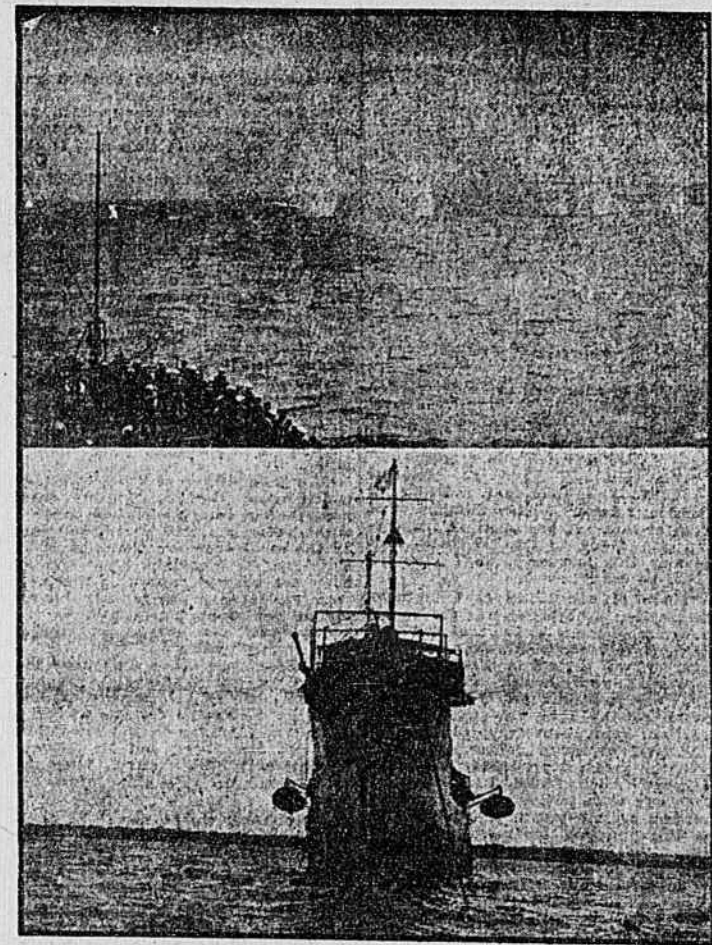


What Navy Offers to Young Men--Secretary Meyer Tells How It Has Been Americanized and Discusses Its Efficiency



NAVAL RESERVE ON THE SOUTH CAROLINA.

OUR FLEET AT HAMPTON ROADS.



Our firing is 1,200 times better than it was at Santiago. The torpedo boat Lamson.

BY FRANK G. CARPENTER.

Washington, D. C.

It is good to have business men at the head of Uncle Sam's institutions. This is especially so of the government departments. Our national expenditures are now about a billion dollars a year, and according to Senator Aldrich, whether the money is properly handled may mean a saving or loss of more than a million dollars a day.

Take, for instance, the United States navy, with whose chief I have had a long talk this afternoon. Its expenditures during the past five years have been upward of ten million dollars a month, or more than one hundred and twenty million dollars a year. It is building battleships which cost eight or ten million dollars apiece, and its schemes of potential warfare amount to more than fifty thousand men. Such a department needs a good business man at its head, and that, it is believed, we have in Secretary Meyer. Born of a Boston family which was largely interested in business, he was educated in the Boston schools, and after graduating from Harvard began a business career. His first employment was outside his relatives. He wanted to start at the bottom and make his own way without fear or favor; and he did this so well that in the course of two years he was able to take a place in his father's business and hold his own. He shows something of Secretary Meyer's business connections, he is a trustee of the Provident Institution for Savings, a director of the Old Colony Trust Company, and also of the United Electric Securities Company. All these are of Boston. He is also a director of the Amoskeag cotton mills at Manchester, N. H., one of the largest institutions of the kind in the world, and he has other business interests of many kinds. He has learned by personal experience how great corporations and factories are managed, and also how to handle men and money so as to bring forth results. It is this ability which forms the key-note of his work in the navy, and it is this business sense which will be found running through the conversation which follows.

Our Navy Is American.

It was by appointment that I met the secretary in his home facing Scott Circle and our talk was more in the shape of a chat between business men than a cut-and-dried interview. The secretary has the navy on the end of his tongue and he overflows with ideas respecting it and how it may be improved.

My first question was as to what Uncle Sam's navy is doing for his American children. The secretary replied:

American patriots. About twenty years ago a large proportion of our blue-jackets were foreigners. To-day all but about 3 per cent. of them are American born. We do not pick our sailors up from the wharves as was done in the past, but we are now going out over the Union and gathering bright, active young men from every walk in life. It used to be hard to get Americans to enlist. Now we have only to advertise for volunteers and we get them. The popularity of the service among our new men began with the trip of our fleet around the world. That stirred their imagination. They began to take a wider view of affairs and they are now glad to come."

Forty Thousand Bluejackets.

"I suppose you are referring to the rank and file of the navy?"

"Yes, I mean the sailors, the blue-jackets. We have 47,000 of them and they are as fine fellows as can be found anywhere. I will put them up against the men of any country or any nation. The most of them come from the farms. They are young men of from seventeen to twenty-one, and the average is a man of high intelligence and more than ordinary ability. In the first place he must be physically sound and must have a certain height and weight. The examination fixes that. As soon as we get hold of him we begin his development. We teach him how to handle himself, how to stand straight and walk straight. He learns cleanliness and order, and if he has a taste for mechanics he gets an industrial education. He learns how to handle machinery and to do electrical work. We study him individually to see what he can be best. Three months after he enlists we usually put him on a battleship or cruiser and his time is spent with machinery, electricity and gun firing. He has to do with all the requirements of the great floating machine which the man-of-war is. This gives him a trade, as it were, and if he leaves the service he has no trouble in getting a place in the private workshops of the country. His training makes him an industrial asset to the nation. It also makes him a man and a patriot."

"You speak of machinery? Is this not a new sphere for the sailor?"

"Yes, perhaps, for the sailor of the past, the man whose business was made up of climbing masts, splicing ropes and the mending of sails. It is different with the modern blue-jackets. His work is of a higher type. He has to deal with iron and steel of delicate workmanship, and has plenty of use for his brains as well as his muscles. Our battleships, as I have said, are now moving industrial workshops. They are mighty floating power plants, whose efficiency depends on their machinery and how it is managed."

A Good Place for Young Men.

"Then you think the navy is a good place for young men?"

"It is one of the best places to make men. Our sailors are clean and healthy. They are men of character and they form excellent citizens."



WASHDAY ON A BATTLESHIP.

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"How about wages? Can a young man do as well in the navy as at home?"

"In most cases, yes. As a proof of this are many men, who had left the navy, coming back to it. They sometimes find that they receive higher wages outside, but at the same time their expenses are greater and their savings are less in the end."

"What are the wages?"

"The average pay of all enlisted men in the United States Navy is about \$36 per month. There are some who receive more than \$100, several thousands who receive from \$20 to \$24, and several thousand more who receive \$17.60 per month."

"We have also advantageous regulations for retirement. After an enlisted man has served thirty years he may, upon application to the President, be retired on three-fourths of the pay which he is then receiving plus \$15.75 in lieu of quarters, light and heat. We have also a service pension for those who have been disabled after having served for a period of twenty years, and the men may also receive pensions under the general pension laws."

Scientific Management at Sea.

"Are the bluejackets interested in their work?"

"Very much so. The members of each crew feel that they are a part of their own ship, and the different crews are pitted against one another as to which can show the best results. This refers not only to guns, but to the handling of the coal in order to create the greatest efficiency. It applies to gun practice, to economy of coal, of supplies, and to everything connected with the ship. You have heard of scientific management. Well, that is what we are using in the highest degree in the battleship. We are getting the most out of each man and each effort. We are bending at our energies to bring forth results. We are doing this on the battleship not only by a study of the individual, but by the selection of men, the putting the right men together, and by working them as teams, this making a saving of minutes and even of seconds."

The Improvement in Marksmanship.

"But are the results satisfactory?"

"Yes. Take the improvement in the efficiency of our guns over those of the past. Scientific management experts who have recently witnessed our target practice say that the American battleship is the finest exhibition of scientific management they have ever seen. For instance, take our marksmanship. At the battle of Santiago, out of every 100 shots fired, only three and one-half hit the mark. Now, out of every hundred shots fired, thirty-three and one-half are effective. At Santiago it took five minutes to each shot. Now we can fire one shot every thirty seconds and keep it up. The range then was 3,000 yards, or much less than two miles. Now it is 10,000 yards or almost six miles. In short, our present efficiency in gun-firing is 1,200 times better than it was at the battle of Santiago."

This has come from competition in gunnery among the gun crews, and from the training and developing of the individual and the teams. In modern warfare the battle efficiency of a ship is her ability to deliver the greatest number of hits in the shortest time, with the least expenditure of ammunition, after the enemy is sighted. Indeed, our hitting efficiency is now the equal, if not the superior, of that of any navy of the world."

The Fleet Is the Navy.

"What is the secret of a successful navy?"

"The fleet," was the emphatic reply. "The fleet is the navy and the navy the fleet. The navy yards are merely the adjuncts, the regular shops for the fleet. We are trying to make the fleet self-sustaining. We have on each vessel of war a foundry, and are able to make ordinary repairs. It is only for serious repairs that the ships have to go to the yards."

"What kind of ships should we have?"

"The most powerful. We want the

biggest ships and the biggest guns. One volley from a single one of our American battle fleet lately returned

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from Europe would, it is said, had it been in the hands of the Confederacy, been able to destroy the whole Northern navy. If we had had four additional battleships similar to the Oregon on the Atlantic, at the time the Spanish-American War began, we would have had no war. Spain would not have sent over her fleet. Now the Oregon cost in the neighborhood of \$3,000,000, and four additional Oregons would have cost perhaps \$12,000,000. The Spanish War cost over \$500,000,000 above that amount. So that had those Oregons been in commission we might have saved the cost of that war and have still had our investment intact. One of the greatest advantages of a strong navy is that it prevents the other fellow attacking you. A strong navy insures peace, and therefore we must have the strongest."

"Does it pay to have anything else?"

"No. Small ships are like the Lilliputians against an army of Gullivers. They are like one penny postage against a mob of toughs. It is the strong man who is not attacked. Of course we must have auxiliaries and scouts and destroyers, too."

"Give me some idea of our big guns."

"This is the day of the big gun, and of the all-big-gun battleship. We have now twelve-inch guns and are about to make some of fourteen inches. A fourteen-inch gun uses a projectile weighing 1,400 pounds. Its bore is so big that a good-sized man could easily crawl into it."

"Are other nations building such guns?"

"Yes, all the great European powers and Japan are making big guns. The British navy has guns which are thirteen and a half inches."

Uncle Sam Versus Europe.

"How do our ships compare with those of the other great powers?"

"Ship for ship, they are as good. In number and armament Great Britain leads. We are now second and in a few months we will be third. Germany has a number of great battleships under way, and her navy will soon be superior to ours."

"How many ships have we in our fleet?"

"We have twenty-one vessels of the first line, and they are of the highest degree of efficiency. We do not have them scattered as they were in the past. They are now massed as divisions, of which there are four. They are known as divisions and not as single vessels."

Our Big Fleet.

"What is the fleet?"

"It is composed of these twenty-one battleships. One of these is for the commander-in-chief and the other twenty are in four divisions of five ships each. We expect to keep four ships of each division in active commission, and the fifth will be at the navy yard for overhauling."

"But is this fleet large enough?"

"We think so."

"But suppose, Mr. Secretary, you could have a navy regardless of cost. Suppose you were Aladdin and by rubbing the lamp could call upon certain genies to create a navy for you in a night. What would you order?"

"As to make an absolutely sure and safe protection for the United States?"

"You mean without regard to Congress, without regard to cost and for the sole protection of our country and the prevention of war?"

"Yes," said I, "that is just what I mean."

"Well, in that case I would have two fleets like the one we have now. One of these would be for the Atlantic and the other for the Pacific. I don't think there would be any danger of any American battle fleet lately returned

that would insure peace for all time to come."

Reorganizing the Navy.

"Can you tell me something of the changes you have made as to the reorganization of the navy since you became secretary?"

"We have practically reorganized the service, and that, along modern business lines. When I took hold of the department I found it made up of bureaus which were acting independently of one another. Every bureau was its own master, and each did as seemed best to its chief. The same system was in operation that had been used since 1813, and that notwithstanding the enormous growth of the department. It seemed to me that the organization was bad; and after a careful study of the other great navies of the world I reclassified it. We grouped the business under four natural divisions and appointed an expert as the head of each division to act as the eyes and ears of the secretary and to form a staff of expert and responsible advisers. That is what we have to-day. We have a division in inspection, of materials, of personnel and of operation. Admiral Wainwright is at the head of the last of these. He has charge of the fleet at sea, and of having it always ready for war. In connection with the War College and the general board he gives his entire attention to movements of the vessels, and with them makes studies and plans of possible wars and of how the navy should act in case of attack."

"We have investigated the business of the navy," continued Secretary Meyer. "We have had expert accountants introducing new systems of book-keeping and trial balances. We have consolidated the stores, and by this means alone have turned back \$2,700,000 into the Treasury. I think we have made a great gain in economy and in operative efficiency. We have increased the number of ships, have increased the power of the motive machinery, and have increased the cruising speed of the fleet without additional consumption of coal."

"How about the navy yards? I understand there is great opposition to your proposed reduction of them?"

"That is only natural," replied the Secretary of the Navy. "Each State and city which has a navy yard would like to keep it, and the senators and representatives are forced to urge its retention on the ground of local patriotism and local pride. Nevertheless, there is an enormous waste in keeping up these yards, and last year I proposed that eight of them be abolished."

"That would have resulted in a saving in annual maintenance alone of more than a million and a half dollars. We do not need more than three navy yards on the Atlantic coast, and we should have two on the Pacific. The others should be sold or otherwise disposed of. Many of them could be turned to commercial uses. As for the docks, the government might retain docks that it used to be used to be many of them. You see it used to be that our war vessels spent more time in the yards than now. The present policy is to keep the fleet on the sea and to allow the ships in the yards only when they need serious repairs."

"How about Panama? Should we have a yard there?"

"I think not. There will probably be dry docks and graving docks in connection with the canal, but they will be also for commercial purposes."

"Should the canal be fortified?"

"Most certainly it should. What is the use of spending \$500,000,000 for a waterway like that if we cannot protect it. The fleet must be kept intact for meeting and destroying the enemy's fleet."

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DAILY LETTER ABOUT Nemo CORSETS

TRIPLE-STRIP CORSETS

New York, October 15, 1911.

DEAR MADAM:

Perhaps you have sometimes wondered why you can never buy a Nemo Corset in an extreme style—that is, in the almost freakish models you find in other makes. We will tell you why:

1. Not one woman in a thousand can wear these freak corsets, nor wants to. Nemos are made for that great army of sensible women who demand *comfort as well as correct style*.
2. To produce a new Nemo takes months of study, testing, and trying by actual wear, before the new feature can go into the market with our *absolute guarantee*. Other makers produce scores of models every season, chiefly copies of each other—one line practically the same as all the rest, except for the extreme, freakish and useless models without which there would be nothing "new" to talk about.
3. When a new Nemo special feature is once introduced, you may be sure that it has already been tested and proved, that it will do all we claim, and that it can be adjusted to suit the varying whims of corset-fashion *without sacrificing its particular function*. Whether the corset be long or short, high bust or low, the feature does its work just the same.
4. Nemo Corsets produce ultra-fashionable effects *without resorting to freakishness*. For example, No. 505, the model pictured to-day, has a 14-inch skirt which clings closely to the figure; but those bands of indestructible elastic provide plenty of room when you are seated. Any other corset with so long a skirt would be mighty uncomfortable when you're standing, and a genuine torture if you should try to sit down.

But you don't have to wear uncomfortable corsets in order to be ultra-fashionable. Better have your dealer show you the new Nemos this week.

(A) KOPS BROS.

Gains 30 Pounds In 30 Days

Remarkable Result of the New Flesh-Building Protone, in Many Cases of Run-Down Men and Women.

Prove It Yourself By Sending Coupon

"By George, I never saw anything like the effects of that new treatment, Protone, for the building up of weight and lost nerve forces. It acted more like a miracle than a medicine," said a well known gentleman yesterday in speaking of the revolution that had taken place in his condition. "I began to think that there was nothing on earth that could make me fat. I tried tonics, digestives, heavy eating, diet, milk, beer, and almost everything else you could think of, but without result. I had

been thin for years, and began to think it was natural for me to be that way. Finally I read about the remarkable successes brought about by the use of Protone, so I decided to try it myself. Well, when I look at myself in the mirror now I think it is somebody else. I have put on just 30 pounds during the last month, and never felt stronger or more 'nervy' in my life."

Any Man Or Woman Who Is Thin Can Recover Normal Weight By The Remarkable New Treatment, Protone.

Free Protone Coupon

It will cost you nothing to prove the remarkable effects of this treatment. The Protone Company will send to any one a free 50c package of Protone if they will fill out this coupon and enclose 10c in stamps or silver to help cover postage and packing, and as evidence of good faith. They will also send full instructions and their book on "Why You Are Thin," free of charge, giving facts which will probably astonish you, and proofs that Protone does the work.

If you want to put on more flesh, fill out the following coupon to-day. Free 50c packages can only be had by writing this letter to Detroit.

The Protone Co., 4104 Protone Bldg., Detroit, Mich.

Name _____

Street _____

City _____ State _____